

Commercial Real Estate - North America COO

Commercial Real Estate is the global real estate financing and capital markets execution arm of this leading European Investment Bank with over 500 employees in 20 cities around the world. Globally CRE originated over \$50 B of debt facilities in 2006 and is one of the fastest-growing, most profitable product areas in the bank.

The CRE - North America COO is responsible for the strategic infrastructure across North America, working closely with the CAO team and business line heads in each business area. The CRE - North America COO will report directly to the CRE Global COO and be responsible for:

Marketing, communications, client events and entertainment (20%) – agree on calendar and budget for all marketing / communications initiatives and client events for the region. Partner with the global head of marketing by providing business content and oversight for the regional implementation of all global initiatives. COO is also responsible for the compliant execution of the bank's client gift and entertainment policy across the region. Individual is also responsible for all internal business presentations for senior regional managers.

Financial performance (20%) - in charge of working with the CAO team to complete required financial projections for Global Banking strategic plan in addition to the North American sections of the global business plan prepared for the Global Head of CRE. Although not responsible for the day-to-day tracking of revenue and expense items done by the CAO team, is responsible for understanding financial trends and tracking competitive performance of the various business lines on a key metrics / scorecard basis.

Growth and strategy (60%) – Completes hire plan analysis, growth initiatives implementation, new product approvals, outsourcing, benchmarking, process improvements and organizational changes as warranted by the strategy of each business. Most special projects usually fall into this category. COO is also responsible for managing cross-selling arrangements / agreements within Global Banking and with Global Markets and PWM.

North America – COO role includes responsibility for 125 people in Conduit Originations (Mortgage Capital), Large Loan CMBS, Real Estate Loan Syndication and CMBS Trading/Structuring.

Responsibility for additional North American business line with 250 people would be possible depending on the experience and capabilities of the candidate.

Position has significant growth potential since the Global COO is currently based in New York and performs several functions for North America that over time could be transferred to the North American COO. In addition there is a significant amount of “special project work” that comes up, including the opportunity to work on roll-out of North American initiatives globally. North American COO will be responsible for exchanging best practices with his/her two counterparts in Europe and Asia. Required travel outside of New York will be minimal.

The ideal candidate has a background in business management, consulting or investment banking with strong organizational skills, strategic thinking and creative problem-solving abilities. Dynamic interpersonal skills are essential as this is a fast-paced business with a lot of interaction both within CRE and with other parts of the Bank.

Knowledge of securitized products is a plus but not mandatory. Candidate would be expected to learn the product very quickly; individuals with a foundation in loan origination, fixed income, structured finance or capital markets issuance will have an advantage.

This is a VP level position as written, but a broader role may be available for qualified candidates at the Director level. All candidates are expected to have an undergraduate degree and at least 7 years post-graduate experience.